for tragedy ... as kings were". Although Willy is to some extent responsible for his tragedy but the chief villain is society. Willy's downfall arises from his continued misconception of himself. In ancient drama the downfall is caused by fate and tragic flaw of the character but in modern drama, the downfall arises from moral weakness and social pressure. So, Willy, like Aristote's description of tragic hero, moves from "Ignorance to knowledge". In this sense Miller's tragic vision in the manifestation of Willy's character is extremely modern. Despite Willy's difference from classical tragic protagonists like Sophocles' "OEDIPUS" and Shakespeare's "HAMLET", his struggle with his situation, the desitiny that surrounds him and the choices he makes, make Willy a tragic hero in the contemporary sense of term.

Firstly, an important feature of the tragic hero is that the character must inspire "pity" and "terror" in the audience. Willy Loman could be said to fit in this criteria as the audience can clearly see what he aspires, such as popularity and material wealth. The audience may not be compelled to pity his situation as the source of all his problems arises from his excessive greed (HUBRIS). As a tragic hero, Willy is a victim of what is known as